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1 of 12

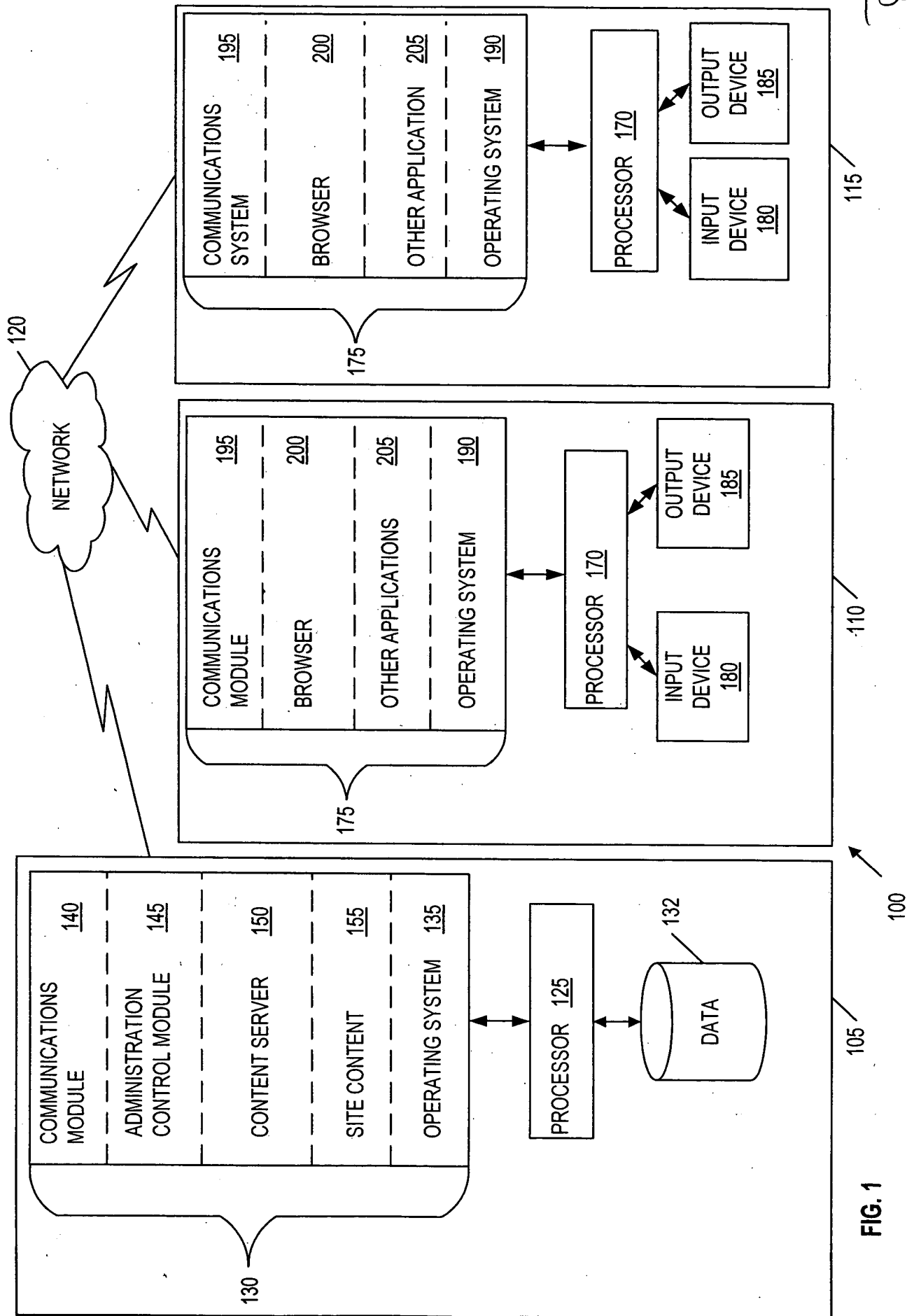


FIG. 1

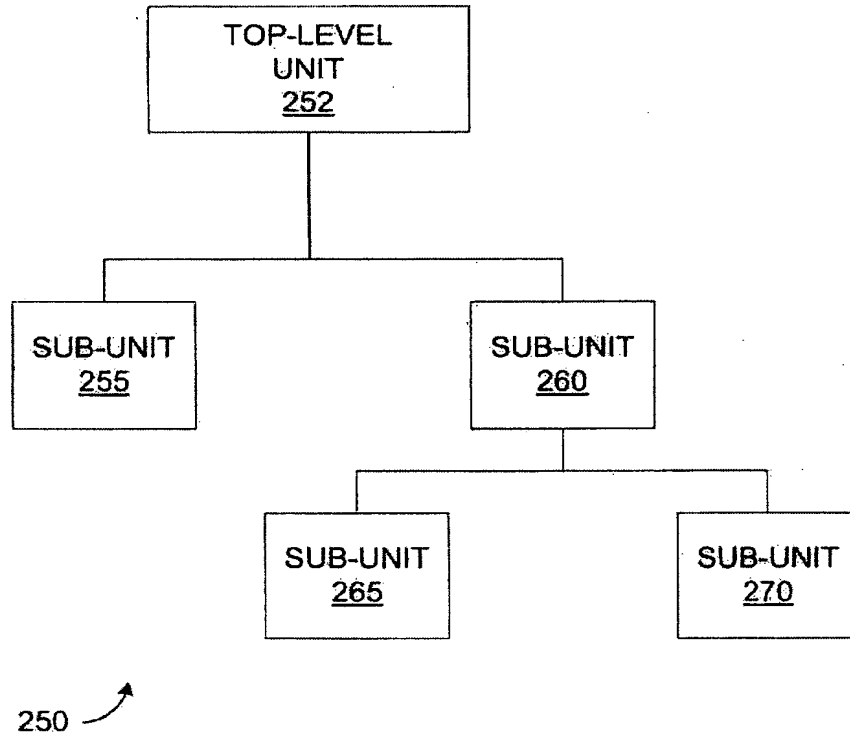


FIG. 2

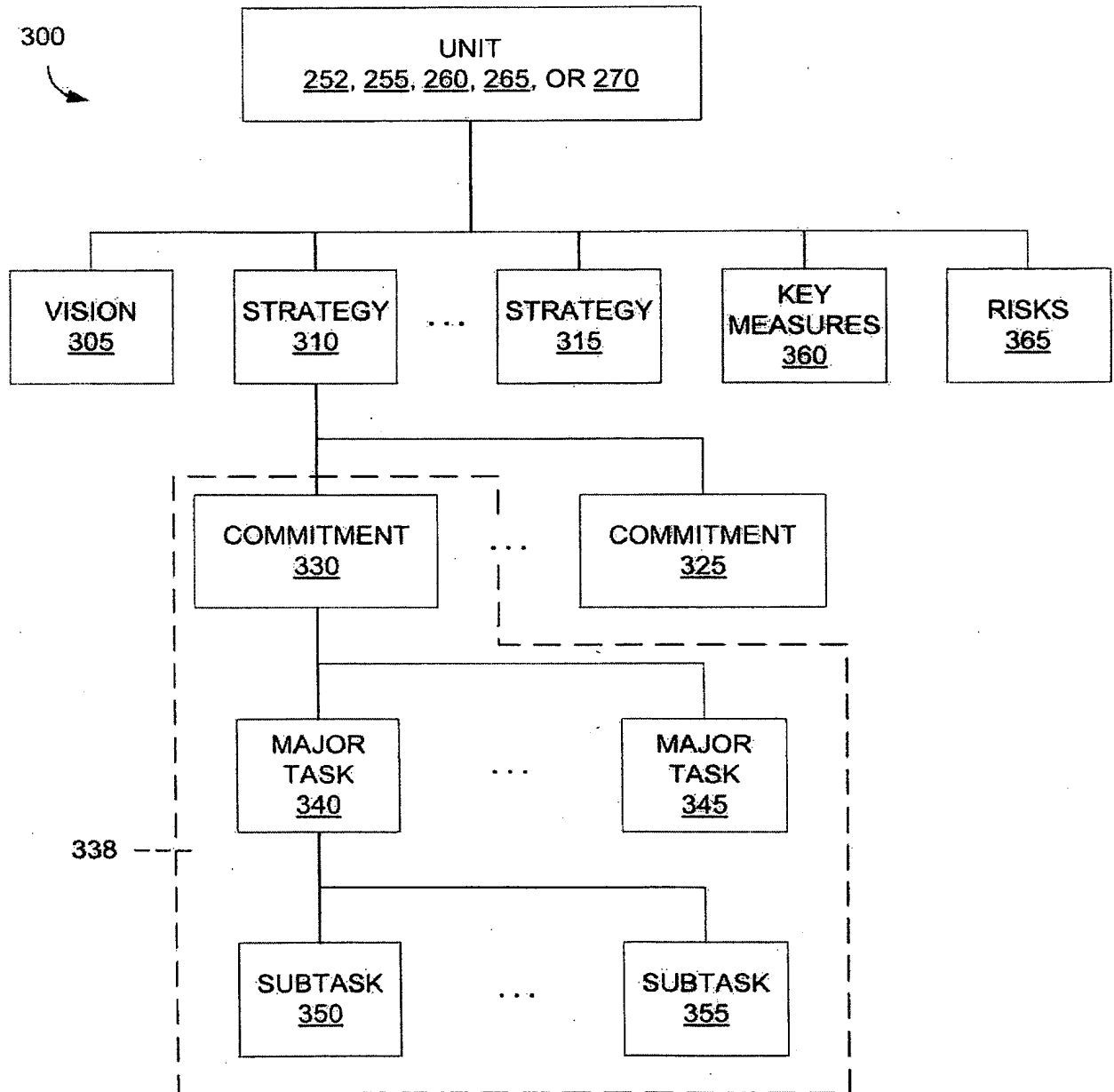


FIG. 3

Fig. 1

400

File Edit View Favorites Tools Help													
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Address		Links		Search		Favorites		History					
Address		Links		Mail		Print		Edit Real.com					
<div> <div>PLANNING TOOL</div> <div>ORGANIZATION</div> <div> <p>The color-coded bars below reflect the status of the various Units within Front Runner Systems. The "progress" button will take you to the Progress Window for the corresponding Unit. Click "details" to edit a given item. Finally, to view the status of Child Units within a given Unit, click the "expand" button.</p> <p>organization: details</p> <p>add unit</p> <p>Unit (Owner) # of UNIT Commitments</p> <table border="1"> <tr> <td>On Track</td> <td>Problems</td> <td>Off Track</td> <td>Deferred</td> </tr> </table> <p>UNIT 1 (B. JONES) 11 UNIT Commitments 405 425 progress details</p> <p>410 415</p> </div> </div>										On Track	Problems	Off Track	Deferred
On Track	Problems	Off Track	Deferred										
<p>Print Help Exit</p>													
Internet													
Start	DropZ	WORL	Delete	NetRa	Micros	FWY	https						

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Fig. 5

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PLANNING TOOL

Progress Window

Overview

Progress Window

Vision

Research Center

ORGANIZATION

UNIT 1

Status Strategy add Status UNIT Commitment (Owner)

add expand Notes

X Diversify (J. Doe) 4/18/01 details plan

A. Engage 5 new Professional Services clients by 6/1/0... (J. Doe) 3/28/01

B. Capture pull-through implementation details plan

notes

notes

Key Measures add details

Risks add

Target Current YTD Variance To Target Mitigation

Revenue	\$10,201,301	\$15,000,000	\$17,402,103	\$2,402,103	Market pressure	Refocus sales
EBIT	\$1,402,597	\$3,000,000	\$3,592,408	\$592,408	on Dot Co...	Efforts on ...
% Utilization	62%	75%	80%	5%	Intense	Reformulate
% Product Revenue	90%	85%	89%	4%	competition for	stock option...
Client Satisfaction Index	N/A	N/A	N/A	N/A	t...	details

On Track Problems

Off Track

Completed

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Print Drafts Inactive Reports Contact Help Exit

Start DropZ WORL Delete NetRa Micros FW:Y https Internet

525

Fig. 6

File Edit View Favorites Tools Help									
Back	Forward	Stop	Refresh	Home	Search	Favorites	History	Mail	Print
Address					Edit Real.com				
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PLANNING TOOL										
UNIT Commitment Editing					Overview		Progress Window		Vision	
ORGANIZATION										
UNIT 1										
Status UNIT Commitment (Owner)										
X Engage 5 new Professional Services clients by 8/1/01 and 15 more by 12/31/01. (J. Doe)										

Details		History		Notes		Team		Permissions	
Add a new note:		<input type="text"/> <input type="button" value="save"/> <input type="button" value="save & close"/>		<input type="button" value="save"/> <input type="button" value="save & close"/>		<input type="button" value="save"/> <input type="button" value="save & close"/>		<input type="button" value="save"/> <input type="button" value="save & close"/>	
Date		Note made by		Note					
3/16/01 2:27 PM		Barry Mann		Still researching, hope to get a result soon...					

↑ On Track	X Off Track	✓ Completed		Drafts	Inactive	Reports	Contact	Help	Exit
→ Problems	○ Deferred	fm Manually Set							

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Fig. 2

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Fig. 8

6/7

File Edit View Favorites Tools Help									
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Action Plan (Strategy)									
Overview Progress Window Vision Research Center									
ORGANIZATION									
UNIT 1									
Strategy(owner) expand next									
Status									
X Diversify (J. Doe) 620									
Status Major Tasks (owner)									
645 A. Engage 5 New Professional Service... 625									
by 8/1/0... (J. Doe) plan add 610									
1. Establish Professional Services details add 12/1/00 3/1/01 5/1/01									
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Fig. 1

655

File Edit View Favorites Tools Help

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PLANNING TOOL

Vision Details

ORGANIZATION

UNIT 1

Overview

Progress Window

Vision

Research Center

UNIT 1

Vision

665

add details

2001

2002

2003

Product Revenue

Services Revenue

Profit

\$75 mil

\$13 mil

3%

\$100 mil

\$60 mil

12%

\$125 mil

\$150 mil

14%

660

Transform organization into a profitable, end-to-end provider of innovative solutions and professional services.

go

Print

Drafts

Inactive

Reports

Contact

Help

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Internet

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Fig. 10

File Edit View Favorites Tools Help									
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Research Center									
ORGANIZATION									
UNIT 1									
Overview Progress Window Vision Research Center									
Welcome to the Elevator Research Center. Each of the categories below contains links to articles and other information related to the strategic objectives of your organization. If you know the article ID number you need, simply enter it below and click search.									
Search for Articles by ID number: <input type="text"/> search									
Elevator Headlines Clients/Vendors Operations/Internal Process Markets/Services/Products People Stuff									
Potential Consulting Partner									
This firm can help with the strategy execution process.									
Article ID: 29									
Date Posted: 3/3/28,01 3:28:33 PM									
Drafts Inactive Reports Contact Help Exit									
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File Edit View Favorites Tools Help										
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Status Strategy (Owner)										
<div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"> <div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;"> X Diversify Expand our market reach through relentless expansion of products and services. (Neil Smith) </div> <div style="border: 1px solid black; padding: 5px;"> <div style="display: flex; justify-content: space-between;"> 545 550 </div> <div style="display: flex; justify-content: space-between;"> <div> Details History Permissions </div> <div> *Indicates a required field Use this form to edit the details of the Strategy listed above. Once you've made your changes, click "save" to the right of the page to save your work. If you want to deactivate this Strategy, removing it from the progress window, click "make inactive." </div> </div> <div style="display: flex; justify-content: space-between; margin-top: 10px;"> <div style="width: 45%;"> <div style="border: 1px solid black; padding: 5px;"> *Description </div> <div style="border: 1px solid black; padding: 5px;"> Expand our market reach through relentless expansion of products and services. </div> </div> <div style="width: 45%;"> <div style="border: 1px solid black; padding: 5px;"> save & close make inactive </div> </div> </div> </div> </div> </div>										
Internet										
On Track Off Track Completed Problems Deferred Manually Set										
Print Drafts Inactive Reports Contact Help Exit										
Start DropZ WORL Delete NetRa Micros FW:Y https										

730
Fig. 12

File Edit View Favorites Tools Help									
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Jim Admin Consultant JAdmin@email.com work... 987-654-3210 cell... 876-543-2109 fax... 765-432-1098 home... 654-321-0987					J. Doe JDoe@email.com work... 543-210-9876 cell... 432-109-8765 fax... 321-098-7654 home... 210-987-6543				
Drafts Inactive Reports Contact Help Exit									
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Start	DropZ	WORL	Delete	NetRa	Micros	FW:Y	https		